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## James Resume

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305-681-2747

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### OBJECTIVE

Retail sales manager position in the cellular phone industry using good communication and negotiating skills

### SUMMARY OF QUALIFICATIONS

Five years' experience in retail sales  
Excellent interpersonal and communication skills  
Proficiency using Microsoft Office  
Fluency in spoken and written Spanish

### EXPERIENCE

**Retail Sales Representative**, Universe Retail Store, Deerfield, WI October 2010 to October 2011  
Exceeded monthly sales goals for \* months out of 12  
Provided technical training on products and services to new sales reps

**Sales Associate**, Computer Products Warehouse, Deerfield, WI July 2008 to September 2010  
Demonstrated, recommended, and sold a variety of computer products to customers  
Led computer training for other sales associates  
Received commendation for sales accomplishments

**Salesperson** (part-time) Home and Garden Design Center, Madison, WI July 2006 to June 2008  
Helped customers in flooring department with selection and measurement of variety of flooring products  
Assisted department manager with product inventory

### EDUCATION

**University of Wisconsin, Madison, WI**  
Bachelor's in Business Administration, June 2011

**Madison Area Technical College, Madison, WI**  
Associate's in Information Systems, June 2009  
Elected to Beta Gamma Sigma , International honor society for business students  
Qualified for Dean's List, six academic periods

### HONORS AND ACTIVITIES